

## Message Text

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62

ACTION AID-05

INFO OCT-01 NEA-09 ISO-00 OPIC-03 EB-07 CIAE-00 INR-07

NSAE-00 COME-00 TRSE-00 OMB-01 L-02 SS-15 NSC-05 SP-02

STR-01 CIEP-01 /059 W

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R 191557Z FEB 75

FM AMEMBASSY TUNIS

TO SECSTATE WASHDC 8266

INFO AMEMBASSY AMMAN

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DEPT PASS AID/NESA (FOR USAID DIRECTOR JAMES) AND OPIC

AMMAN FOR TIMAN (MARSHALL MAYS)

E.O. 11652: N/A

TAGS: EFIN, EAID, OVIP (TABOR, JOHN K.) TS

SUBJ: TUNISIAN REQUEST FOR ASSISTANCE IN ENCOURAGING U.S.  
INVESTMENT

1. DURING CALL BY UNDER SECRETARY OF COMMERCE TABOR ON  
TIJANI CHELLI, PRESIDENT DIRECTOR GENERAL OF THE  
INVESTMENT PROMOTION AGENCY (API), MR. CHELLI FORMALLY  
REQUESTED ASSIGNMENT OF AN AMERICAN INDUSTRIAL INVEST-  
MENT EXPERT TO BE ASSIGNED TO WORK WITH API TO ASSIST  
US FIRMS INTERESTED IN INVESTING IN TUNISIA. HE  
SUGGESTED THAT SUCH AN EXPERT BE PROVIDED BY OPIC BUT  
WOULD BE WILLING ACCEPT SUITABLE PERSON FROM ANY SOURCE.  
CHELLI NOTED THAT WEST GERMAN AGENCY, DEG (EQUIVALENT  
OF OPIC) HAS ASSIGNED TWO EXPERTS TO WORK WITH API IN  
TUNISIA. THESE TWO EXPERTS HAVE FACILITATED APPROVAL OF  
34 WEST GERMAN INDUSTRIAL PROJECTS IN TUNISIA WITH FOUR  
MORE ABOUT TO BE APPROVED, FOR A TOTAL EMPLOYMENT OF 3,000  
TUNISIANS. HE NOTED THAT THESE EXPERTS KNOW THE GERMAN  
ECONOMY AND IDENTITY OF POTENTIAL GERMAN INVESTORS IN TUNISIA,  
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CAN PROVIDE FRANK AND CREDIBLE ANSWERS TO GERMAN FIRMS  
REGARDING CONDITIONS IN TUNISIA, ARE ABLE TO IDENTIFY

TUNISIAN INDUSTRIAL SECTORS THAT WOULD BE PARTICULARLY SUITED FOR GERMAN INVESTMENT, AND IN GENERAL ASSIST GERMAN FIRMS AND API IN MOVING PROJECTS FORWARD. HE FELT AMERICAN EXPERT ASSIGNED TO API WOULD BE ABLE TO FULFILL SAME ROLE IN RESPECT TO US INVESTMENT.

2. COMMENT: EMBASSY BELIEVES THAT ASSIGNMENT OF WELL SELECTED AMERICAN INDUSTRIAL EXPERT TO API WOULD BE EXTREMELY HELPFUL IN ASSISTING GOT FOLLOW UP ON NUMEROUS INQUIRIES FROM AMERICAN FIRMS INTERESTED IN INVESTING IN TUNISIA. GREATEST POTENTIAL IS IN ESTABLISHING INDUSTRIES EXPORTING TO EUROPE OR NEARBY AFRICAN AND MIDDLE EASTERN COUNTRIES (NOT RPT NOT TO US), DRAWING ON EXPORTS OF AMERICAN EQUIPMENT AND SERVICES BUT LARGELY FINANCED BY SURPLUS REVENUES FROM OIL-PRODUCING COUNTRIES. ALTHOUGH GOT, WITH FINE COOPERATION FROM OPIC AND OTHER US GOVERNMENT AGENCIES, HAS BEEN EXTREMELY SUCCESSFUL IN MAKING POTENTIAL US INVESTORS AWARE OF TUNISIA AND OF ADVANTAGES OF INVESTING HERE, API'S LIMITED ENGLISH CAPABILITY AND ITS LACK OF KNOWLEDGE OF AMERICAN ECONOMY AND US BUSINESS METHODS AND PRACTICES HAVE CLEARLY HAMPERED IT IN TRYING TO BRING US PROJECTS TO COMPLETION. WE BELIEVE THAT FAVORABLE RESPONSE TO CHELLI WOULD SERVE GENERAL US ECONOMIC INTERESTS HERE AS WELL AS HELP TUNISIA CREATE MORE EMPLOYMENT OPPORTUNITIES (WHICH WOULD BENEFIT RURAL POOR) AND MITIGATE IMPACT OF DECREASING AID LEVELS.

3. ACTION REQUESTED: WE WOULD APPRECIATE TENTATIVE REACTIONS FROM CONCERNED WASHINGTON AGENCIES PRIOR TO ARRIVAL OF OPIC PRESIDENT MARSHALL MAYS AT HEAD OF TIMAN MISSION ON FEB 25 AT WHICH TIME SUBJECT IS CERTAIN TO BE RAISED AGAIN. WE ASSUME API WOULD LIKE EXPERT WITH SOME FRENCH LANGUAGE CAPABILITY FOR AT LEAST ONE YEAR AND POSSIBLY TWO. ON ASSUMPTION OPIC NOT ABLE ASSIGN ONE OF ITS STAFF TO TUNIS, POSSIBLY IT COULD HELP RECRUIT SUITABLE EXPERT TO BE FINANCED BY OTHER SOURCES (E.G., OPIC LOAN OR AID). API MIGHT BE EXPECTED TO FINANCE LOCAL COSTS, INCLUDING HOUSING AND TRANS-LIMITED OFFICIAL USE  
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PORTATION.  
SEELYE

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CONSULTANTS, BUSINESS FIRMS, FOREIGN INVESTMENTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 19 FEB 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** KelleyW0  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975TUNIS01039  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750059-0840  
**From:** TUNIS  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Legacy Key:** link1975/newtext/t19750229/aaaabamw.tel  
**Line Count:** 107  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION AID  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** KelleyW0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 12 AUG 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <12 AUG 2003 by WorrelSW>; APPROVED <01 DEC 2003 by KelleyW0>  
**Review Markings:**

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**Review Media Identifier:**  
**Review Referrals:** n/a  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** TUNISIAN REQUEST FOR ASSISTANCE IN ENCOURAGING U.S. INVESTMENT  
**TAGS:** EFIN, EAID, OVIP, TS, (TABOR, JOHN K)  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006